

FRANCHISE - REVENUE & PIPELINE SUMMARY  
AS OF 13-MAR-2002  
EUROS IN 000'S  
GLOBAL MEDIA (1)

PRODUCT	Feb Franchise Revenue	YTD(Feb) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Mar Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(3)	Future Year Pipeline Probability Weighted(3)
M&A	182	14,182	6,037	8,145	1,514	97,920	23,485	39,182	49,000	(9,818)	-	-
Other Advisory	182	14,182	6,037	8,145	1,514	1,143	-	-	49,000	(9,818)	-	-
Total Advisory Products						99,063	23,485	39,182				
ECM	1,841	5,479	9,219	(3,740)	181	25,472	4,486	10,146	49,000	(38,854)	-	-
Restricted Securities/PPE	(0)	(1)	40	(41)	-	1,143	114	113			-	-
Total Equity	1,841	5,478	9,269	(3,781)	181	26,615	4,600	10,259	49,000	(38,741)	-	-
HY Bonds	2,522	7,908	4,786	3,120	526	-	-	8,431	14,000	(5,569)	-	-
Bonds IG	995	1,127	-	1,127	-	-	-	1,127	14,000	(12,873)	-	-
Leveraged Loans	5,727	5,727	-	5,727	-	32,587	18,401	22,128	7,000	15,128	-	-
Loans IG	(121)	(242)	-	(242)	-	-	-	(242)	7,000	(7,242)	-	-
Project Finance Advisory	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt	9,122	14,518	4,786	9,732	526	32,587	18,401	31,445	42,000	(10,555)	-	-
NIM(2)	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Total CF Revenue	11,124	34,178	20,082	14,095	2,221	158,265	44,487	80,886	140,000	(59,114)	-	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals  
 2) NIM on Hold Portfolio excluded (except REIB and Latin America)  
 3) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 13-MAR-2002  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
	EchoStar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA SPON
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	72	72	-	None
	ProSieben - merger advisory with Kirch Media (Pft Concordia) / Concord (D014982)	-	375	-	EUR TECH
	Scientific Atlanta -acquisition of Barconet-Project Baseball / Basebal (D013401)	-	-	1,514	EUR TECH
	TMP Worldwide - Project University / University 1 (D013407)	-	3,474	-	None
	TV Globo - Project Waves / Waves .. (D013628)	89	89	-	LA
	Telecom Italia Mobile - M&A - Project Eifel / Eifel (D014121)	-	1,631	-	EUR TELE, ITALY, LA
<b>Total M&amp;A</b>		<b>162</b>	<b>14,182</b>	<b>1,514</b>	
<b>Total Advisory Products</b>		<b>162</b>	<b>14,182</b>	<b>1,514</b>	
	AMC Entertainment - acq financing for General Cinema (D013398)	-	452	-	NA SPON
	Adelphia Communications - HY offering (2Q 01) (D013200)	-	68	-	NA TELE
	Entertainment Communications - HY offering (1Q 02) (D020888)	1,017	1,017	-	None
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	1,505	1,505	-	LA
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	4,864	-	NA SPON
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	-	526	None
<b>Total HY Bonds</b>		<b>2,522</b>	<b>7,905</b>	<b>526</b>	
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Walt Disney - IG Bond (M3182)	995	995	-	None
<b>Total Bonds IG</b>		<b>995</b>	<b>1,127</b>	<b>-</b>	
	Comcast Cable - Strategic Lending Contract (M2222)	(54)	(107)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(67)	(135)	-	None
<b>Total Loans IG</b>		<b>(121)</b>	<b>(242)</b>	<b>-</b>	
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	5,727	5,727	-	NA SPON
<b>Total Leveraged Loans</b>		<b>5,727</b>	<b>5,727</b>	<b>-</b>	
<b>Total Debt Products</b>		<b>9,122</b>	<b>14,518</b>	<b>526</b>	
	Digital River - block trade (4Q 01) (D016304)	-	-	85	None
	Entertainment Communications - secondary offering (1Q 02) (D020128)	3,495	3,495	97	None
	MediaNation - US\$111mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	(1,654)	(1,654)	-	ASIA SPON, NA SPON
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,638	-	FRANCE

FRANCHISE - REVENUE BY DEAL  
AS OF: 13-MAR-2002  
EUROS IN '000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
Total Equity	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590) iBeam mltm (M1574)	1,841 (0)	5,478 (0) (1)	181 - -	None None
Total Private Placement-Equity		(0)	(1)	-	
Total Equity Products		1,841	5,478	181	
Total Product		11,124	34,178	2,221	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 13 MAR 2002  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value					Future Months(1)	Franchise Revenue Total	Probability Weighted Pipeline
			Mar	Apr	May	Jun				
M&A	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	100	-	-	-	3,429	0	0	3,429	3,429
M&A	Aurora Communications - general advisory (D012859)	76	-	752	-	-	0	0	752	584
M&A	BMC Storage Media - Project Blockbuster / Blockbuster- (D012541)	0	-	-	-	-	3,429	0	-	-
M&A	Berleismann - pot buy-out of minorities in RTL / Rock. (D014619)	25	-	-	5,000	-	0	0	5,000	1,250
M&A	Boosey & Hawkes - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015526)	25	-	-	-	-	16,500	0	16,500	4,125
M&A	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015356)	0	-	-	-	2,000	0	0	2,000	0
M&A	BusinessWire - general advisory (D005985)	25	-	-	-	7,200	0	0	7,200	1,800
M&A	DTT-Online - Project Shakespeare (ex-140) / Shakespeare (ex-140, form (D010255)	0	-	-	-	10,000	0	0	10,000	0
M&A	Datacraft Asia - Acq of HK-based System Integrator US60-70mm / Silver (D011656)	0	-	-	-	8,000	0	0	8,000	0
M&A	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	-	8,000	0	-	-
M&A	Echostar - acqn advisory and financing (GM - HE) (D014801)	50	-	-	-	-	8,000	0	-	-
M&A	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	75	2,000	-	-	-	-	0	2,000	4,000
M&A	Impressa/Cofina - pot merger of Impressa w/ Investec (ice Cube) / ice cub (D015714)	50	-	-	-	1,500	0	0	1,500	750
M&A	Impressa/Cofina - pot merger of Impressa w/ Investec (ice Cube) / ice cub (D015714)	100	75	-	-	-	0	0	75	75
M&A	Johnston Press - Acqn advisory/fin for RIM / Pacific. (D014213)	50	-	-	3,714	-	0	0	3,714	1,857
M&A	Lagardere - project Lenny/Emma (Eagle) / Eagle- (D006465)	0	-	-	-	-	10,000	0	10,000	0
M&A	Pinnacle Holdings - general advisory (2001) (D010190)	25	-	-	-	3,429	0	0	3,429	857
M&A	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	50	-	-	-	-	5,000	0	5,000	2,500
M&A	TV Globo - Project Waves / Waves ... (D013628)	75	86	-	-	-	0	0	86	64
M&A	Taylor Nelson Sofres - potential acquisition of Observer AB / Monocle (D002405)	0	-	-	-	4,037	0	0	4,037	0
M&A	Telefonica - Project Micro / Micro. (D012896)	26	-	-	-	2,657	0	0	2,657	714
			2,161	752	8,714	42,451	43,843		97,920	23,485
Real Estate Advisory	Devis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	1,143	0	1,143	-
Real Estate Advisory			-	-	-	-	1,143	0	1,143	-
Advisory Products			2,161	752	8,714	42,451	44,988		99,063	23,485
Leveraged Loans	EMAP - GBP 650 mll bank refinancing (September 2001) (D013787)	75	430	-	-	-	0	0	430	323
Leveraged Loans	Echostar - acqn advisory and financing (GM - HE) (D014801)	50	-	-	-	-	30,857	0	30,857	15,429
Leveraged Loans	Liberty Media - €2bn Debt financing (D013612)	50	1,300	-	-	-	0	0	1,300	650
			1,730	-	-	-	30,857	0	32,587	16,401
Debt Products			1,730	-	-	-	30,857	0	32,587	16,401
Equity	Johnston Press - Acqn advisory/fin for RIM / Pacific. (D014213)	50	-	-	972	-	0	0	972	486
Equity	UN Television - IPO (D020127)	50	-	8,000	-	-	0	0	8,000	4,000
Equity	Lagardere - monetisation of shares & convertible bond offering (D015605)	0	-	-	-	-	1,500	0	1,500	0
Equity	SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005927)	0	-	8,000	972	-	15,000	0	15,000	0
			-	8,000	972	-	15,000	0	25,472	4,486
Private Placement-Equity	nCube - equity private placement (2002) (D011472)	10	-	-	-	1,143	0	0	1,143	114
Private Placement-Equity			-	-	-	1,143	0	0	1,143	114
Equity Products			-	8,000	972	1,143	16,500	0	26,615	4,600
Product			3,891	8,752	9,686	43,594	92,343		158,266	44,487

1) Future Months include all pipeline, including future years

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-03-13 (Wed)  
EUROS IN 000'S  
Global Media.

BANKER	DEAL	PROB	FEB FRANCHISE VALUE	YTD FEB FRANCHISE VALUE	MAR FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012858)	75%	-	-	-	752	-
	EchoStar - General Advisory (Vivendi) (D018641)	N/A	-	5,656	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50%	-	-	-	8,000	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	N/A	-	(145)	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50%	-	-	-	30,857	-
	Entelcom Communications - HY offering (1Q 02) (D020688)	N/A	1,017	1,017	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	3,495	3,495	97	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	4,864	4,864	-	-	-
	Mediation - US\$111mm IPO on GEW - Proj Bus / Bus (Asia ECM) (D000494)	N/A	5,727	5,727	-	-	-
	SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005927)	0%	(1,854)	(1,854)	-	-	-
Austin, Geoffrey	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	75%	-	-	-	15,000	-
	Johnston Press - Acqn advtequity fin for RIM / Pacific (D014213)	50%	-	-	-	2,000	-
	Johnston Press - Acqn advtequity fin for RIM / Pacific (D014213)	50%	-	-	-	3,714	-
	Legardere - monstion of shares & convertible bond offering (D015605)	0%	-	-	-	972	-
	Legardere - project Lany/Emma (Eagle) / Eagle- (D005469)	0%	-	-	-	1,500	-
	Aurora Communications - general advisory (D012858)	75%	-	-	-	10,000	-
	Entelcom Communications - HY offering (1Q 02) (D020688)	N/A	1,017	1,017	-	752	-
	Entelcom Communications - secondary offering (1Q 02) (D020128)	N/A	3,495	3,495	97	-	-
	Mediation - US\$111mm IPO on GEW - Proj Bus / Bus (Asia ECM) (D000494)	N/A	(1,854)	(1,854)	-	-	-
	Sindair Broadcasting - HY offering (1Q 02) (D021370)	N/A	-	-	526	-	-
Carney, Charles	Adelphia Communications - HY Offering (2Q 01) (D013200)	N/A	-	88	-	-	-
	Landmark Communications - general advisory (Retailer 2001-02) (D014724)	N/A	72	72	-	-	-
	Bertelsmann - pot buy-out of minorities in RTL / Rock (D014819)	25%	-	-	-	5,000	-
	Bertelsmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015828)	25%	-	-	-	16,500	-
	Boosey & Hawkes - divestiture advisory/defense & refinancing (D015359)	0%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0%	-	-	-	8,000	-
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714)	100%	-	-	-	75	-
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714)	50%	-	-	-	1,500	-
	Legardere - project Lany/Emma (Eagle) / Eagle- (D005469)	0%	-	-	-	10,000	-
	SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005927)	0%	-	-	-	15,000	-
Graves, Daniel B.	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714)	100%	-	-	-	75	-
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714)	50%	-	-	-	1,500	-
	Publicis Groupe SA - convertible bond Q1 2002 (King) / King (D016091)	N/A	-	3,638	-	-	-
	Bertelsmann - pot buy-out of minorities in RTL / Rock (D014819)	25%	-	-	-	5,000	-
	Bertelsmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015828)	25%	-	-	-	16,500	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	75%	-	-	-	2,000	-
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	50%	-	-	-	5,000	-
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	N/A	-	375	-	-	-
	SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005927)	0%	-	-	-	15,000	-
	Taylor Nelson Sofres - potential acquisition of Observer AB / Monocle (D002405)	0%	-	-	-	4,037	-
Lovegrove, Stephen	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0%	-	-	-	1,143	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	-	4,864	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	5,727	5,727	-	-	-
	Pinnacle Holdings - general advisory (2001) (D010190)	25%	-	-	-	3,429	-
	TV Globo - Project Waves / Waves ... (D013628)	75%	-	-	-	86	-
	TV Globo - Project Waves / Waves ... (D013628)	N/A	86	86	-	-	-
	Telecom Italia Mobile - M&A - Project Eiffel / Eiffel (D014121)	N/A	-	1,631	-	-	-
	Telefonica - Project Micro / Micro (D012898)	25%	-	-	-	2,857	-
	AMC Entertainment - acq financing for General Cinema (D013398)	N/A	-	452	-	-	-
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	50%	1,503	1,503	-	-	-
Macinnes, Bruce	LIN Television - IPO (D020127)	-	-	-	-	8,000	-
	Lovell, Nicholas	-	-	-	-	-	-
	Morris, J L Malcolm	-	-	-	-	-	-
	Paul, Gregory R.	-	-	-	-	-	-
	Macinnes, Bruce	-	-	-	-	-	-
	Morris, J L Malcolm	-	-	-	-	-	-
	Paul, Gregory R.	-	-	-	-	-	-
	Macinnes, Bruce	-	-	-	-	-	-
	Morris, J L Malcolm	-	-	-	-	-	-
	Paul, Gregory R.	-	-	-	-	-	-

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
 2002-03-13 (Wed)  
 EUROS IN 000'S  
 Global Media

BANKER	DEAL	PRODUCT	PROB	FEB FRANCHISE VALUE	YTD FEB FRANCHISE VALUE	MAR FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Thun-Hohenstein, Christian	Berleismann - pot buy-out of minorities in RTL / Rock... (D014619)	Acquisition Advisory	25%	-	-	-	3,000	-
	Berleismann - Project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015826)	Acquisition Advisory	25%	-	-	-	16,500	-
	Deutsche Telekom - Sale options for 15% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	8,000	-
	EMAP - GBP 650 mill bank refinancing (September 2001) (D013787)	Senior Bank Debt	75%	-	-	-	430	-
Triffo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	100%	-	-	-	3,429	-
	BMG Storage Media - Project Blockbuster / Blockbuster (D012541)	Acquisition Advisory	0%	-	-	-	3,429	-
	BusinessWire - general advisory (D005865)	Divestiture Advisory	25%	-	-	-	7,200	-
	DTT-Online - Project Shakespeare (ex-140) / Shakespeare (ex-140, form (D010255)	Acquisition Advisory	0%	-	-	-	10,000	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	-	85	-	-
	Liberty Media -	Senior Bank Debt	50%	-	-	-	1,300	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,474	-	-	-
	nCube - equity private placement (2002) (D011472)	Private Placement-Equity	10%	-	-	-	1,143	-
	Scientific Atlanta-acquisition of BarcoNet-Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	-	1,514	-	-
	nCube - equity private placement (2002) (D011472)	Private Placement-Equity	10%	-	-	-	1,143	-
Yung, Sun J.								

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FRANCHISE - REVENUE & PIPELINE SUMMARY  
AS OF 13-MAR-2002  
EUROS IN '000'S  
EUROPE MEDIA (1)

PRODUCT	Feb Franchise Revenue	YTD(Feb) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Mar Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(3)	Future Year Pipeline Probability Weighted(3)
M&A	-	375	4,764	(4,389)	-	57,825	12,057	12,432	28,920	(16,486)	-	-
Other Advisory	-	375	4,764	(4,389)	-	57,825	12,057	12,432	28,920	(16,486)	-	-
Total Advisory Products	-	375	4,764	(4,389)	-	57,825	12,057	12,432	28,920	(16,486)	-	-
ECM	-	3,638	3,824	(186)	-	17,472	486	4,124	28,920	(24,796)	-	-
Restricted Securities/PPE	-	3,638	3,824	(186)	-	17,472	486	4,124	28,920	(24,796)	-	-
Total Equity	-	3,638	3,824	(186)	-	17,472	486	4,124	28,920	(24,796)	-	-
HY Bonds	-	-	-	-	-	-	-	-	8,265	(8,265)	-	-
Bonds IG	-	-	-	-	-	-	-	-	8,265	(8,265)	-	-
Leveraged Loans	-	-	-	-	-	430	323	323	4,130	(3,808)	-	-
Loans IG	-	-	-	-	-	-	-	-	4,130	(4,130)	-	-
Project Finance Advisory	-	-	-	-	-	430	323	323	24,790	(24,468)	-	-
Total Debt	-	-	-	-	-	430	323	323	24,790	(24,468)	-	-
NIM(2)	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Total CF Revenue	-	4,013	8,588	(4,576)	-	76,727	12,866	16,878	82,630	(65,752)	-	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) NIM on Hold Portfolio excluded (except REIB and Latin America)
- 3) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 13-MAR-2002  
EUROS IN '000'S  
EUROPE MEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	-	375	-	EUR TECH
Total M&A		-	375	-	
Total Advisory Products		-	375	-	
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,638	-	FRANCE
Total Equity		-	3,638	-	
Total Equity Products		-	3,638	-	
Total Product		-	4,013	-	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 13-MAR-2002  
EUROS IN 000'S  
EUROPE MEDIA

## Franchise Value

PRODUCT	DEAL	PROBABILITY	Mar	Apr	May	Jun	Future Months(1)	Franchise Revenue Total	Probability Weighted Pipeline
M&A	Bertelsmann - pot buy-out of minorities in RTL / Rock.. (D014619)	25	-	-	5,000	-	0	5,000	1,250
M&A	Bertelsmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D013826)	25	-	-	-	-	16,500	16,500	4,125
M&A	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	0	-	-	-	2,000	0	2,000	-
M&A	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	8,000	0	8,000	-
M&A	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra (D013840)	75	2,000	-	-	-	0	2,000	1,500
M&A	Impresso/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714)	50	-	-	-	1,500	0	1,500	750
M&A	Impresso/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714)	100	75	-	-	-	0	75	75
M&A	Johnston Press - Acqn adv/equity fin for RIM / Pacific. (D014213)	50	-	-	3,714	-	0	3,714	1,857
M&A	Lagardere - project Larry/Emma (Eagle) / Eagle- (D005469)	0	-	-	-	-	10,000	10,000	-
M&A	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	50	-	-	-	-	5,000	5,000	2,500
M&A	Taylor Nelson Sofres - potential acquisition of Observer AB / Monocle (D002405)	0	-	-	-	4,037	0	4,037	-
			2,075	-	8,714	15,537	31,500	57,825	12,067
<b>Advisory Products</b>									
			2,075	-	8,714	15,537	31,500	57,825	12,067
Leveraged Loans	EMAP - GBP 650 mili bank refinancing (September 2001) (D013787)	75	430	-	-	-	0	430	323
Leveraged Loans			430	-	-	-	0	430	323
<b>Debt Products</b>									
			430	-	-	-	0	430	323
Equity	Johnston Press - Acqn adv/equity fin for RIM / Pacific. (D014213)	50	-	-	972	-	0	972	486
Equity	Lagardere - mortisation of shares & convertible bond offering (D015605)	0	-	-	-	-	15,000	15,000	-
Equity	SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005927)	0	-	-	-	-	15,000	15,000	-
Equity			-	-	972	-	15,500	17,472	486
<b>Equity Products</b>									
			-	-	972	-	15,500	17,472	486
Product			2,505	-	9,888	15,537	48,000	76,727	12,865

1) Future Months include all pipeline, including future years

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-03-13 (Wed)  
EUROS IN 000'S  
Europe Media

BANKER	DEAL	PRODUCT	PROB	FEB FRANCHISE VALUE	YTD FEB FRANCHISE VALUE	MAR FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Austin, Geoffrey	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	Divestiture Advisory	75%	-	-	-	2,500	-
	Johnston Press - Acqn advisory fn for RIM / Pacific (D014213)	Acquisition Advisory	50%	-	-	-	3,714	-
	Johnston Press - Acqn advisory fn for RIM / Pacific (D014213)	Equity-Rights	50%	-	-	-	972	-
	Lagardere - monetisation of shares & convertible bond offering (D015806)	Block Trade	0%	-	-	-	1,500	-
	Lagardere - project Larry/Emma (Eagle) / Eagle (D005469)	Acquisition Advisory	0%	-	-	-	10,000	-
Lovegrove, Stephen	Bertelsmann - pot buy-out of minorities in RTL / Rock (D014619)	Acquisition Advisory	25%	-	-	-	5,000	-
	Bertelsmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015826)	Acquisition Advisory	25%	-	-	-	16,500	-
	Bonsey & Hawkes - divestiture advisory/finance & refinancing (D015359)	Divestiture Advisory	0%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	8,000	-
	Impressa/Cofina - pot merger of Impressa w/ Investec (ice cube) / ice cube (D015714)	Merger Advisory	100%	-	-	-	75	-
Lovell, Nicholas	Impressa/Cofina - pot merger of Impressa w/ Investec (ice cube) / ice cube (D015714)	Merger Advisory	60%	-	-	-	1,500	-
	Lagardere - project Larry/Emma (Eagle) / Eagle (D005469)	Acquisition Advisory	0%	-	-	-	10,000	-
	SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005827)	Equity-Secondary	0%	-	-	-	15,000	-
	Impressa/Cofina - pot merger of Impressa w/ Investec (ice cube) / ice cube (D015714)	Merger Advisory	100%	-	-	-	75	-
	Publicis Groupe SA - convertible bond Q1 2002 (King) / King * (D016081)	Equity-Convertible Bonds	50%	-	3,638	-	1,500	-
Machnes, Bruce	Bertelsmann - pot buy-out of minorities in RTL / Rock (D014619)	Acquisition Advisory	25%	-	-	-	5,000	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	Acquisition Advisory	25%	-	-	-	16,500	-
	ProSieben - merger advisory with Kirch Media (P1 Concordia) / Concord (D014982)	Divestiture Advisory	75%	-	-	-	2,000	-
	ProSieben - merger advisory with Kirch Media (P1 Concordia) / Concord (D014982)	Merger Advisory	50%	-	375	-	5,000	-
	SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005827)	Equity-Secondary	N/A	-	-	-	15,000	-
Thun-Hohenstein, Christian	Taylor Nelson Sofres - potential acquisition of Observer AB / Monode (D002403)	Other M&A Advisory	0%	-	-	-	4,037	-
	Bertelsmann - pot buy-out of minorities in RTL / Rock (D014619)	Acquisition Advisory	25%	-	-	-	5,000	-
	Bertelsmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (D015826)	Acquisition Advisory	25%	-	-	-	16,500	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	8,000	-
	EMAP - GBP 850 mill bank refinancing (September 2001) (D013787)	Senior Bank Debt	75%	-	-	-	430	-

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FRANCHISE - REVENUE & PIPELINE SUMMARY  
AS OF 13-MAR-2002  
EUROS IN 000'S  
NA MEDIA (1)

PRODUCT	Feb Franchise Revenue	YTD(Feb) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Mar Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Sal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(3)	Future Year Pipeline Probability Weighted(3)
M&A	162	13,807	1,273	12,534	1,514	39,181	11,428	26,750	25,650	1,100	-	-
Other Advisory	162	13,807	1,273	12,534	1,514	1,143	-	-	25,650	1,100	-	-
ECM	1,841	1,841	8,316	(6,475)	181	23,000	4,000	6,022	25,650	(19,528)	-	-
Restricted Securities/PPE	(0)	(1)	40	(41)	-	1,143	114	113	25,650	113	-	-
Total Equity	1,841	1,840	8,355	(6,516)	181	24,143	4,114	6,136	25,650	(19,514)	-	-
HY Bonds	2,522	7,906	4,786	3,120	526	-	-	8,431	7,330	1,101	-	-
Bonds IG	965	1,127	-	1,127	-	-	-	1,127	7,330	(6,203)	-	-
Leveraged Loans	5,727	5,727	-	5,727	-	32,167	18,079	21,806	7,330	18,140	-	-
Loans IG	(121)	(242)	-	(242)	-	-	-	(242)	3,665	(3,907)	-	-
Project Finance Advisory	-	-	-	-	-	-	-	-	3,665	-	-	-
Total Debt	9,122	14,518	4,786	9,732	526	32,167	16,079	31,122	21,990	9,132	-	-
NIM(2)	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Total CF Revenue	11,124	30,165	14,414	15,750	2,221	98,823	31,621	84,007	73,290	(9,283)	-	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) NIM on Hold Portfolio excluded (except REIB and Latin America)
- 3) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 13-MAR-2002  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
	EchoStar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	EchoStar - acqn advisory and financing (GM - HE) (D014801)	-	(145)	-	NA SPON
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	72	72	-	None
	Scientific Atlanta -acquisition of Barconet-Project Baseball / Baseball (D013401)	-	-	1,514	EUR TECH
	TMP Worldwide - Project University / University 1 (D013407)	-	3,474	-	None
	TV Globo - Project Waves / Waves ... (D013628)	89	89	-	LA
	Telecom Italia Mobile - M&A - Project Eiffel / Eiffel (D014121)	-	1,631	-	EUR TELE, ITALY
<b>Total M&amp;A</b>		<b>162</b>	<b>13,807</b>	<b>1,514</b>	
<b>Total Advisory Products</b>		<b>162</b>	<b>13,807</b>	<b>1,514</b>	
	AMC Entertainment - acq financing for General Cinema (D013398)	-	452	-	NA SPON
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	Entertainment Communications - HY offering (1Q 02) (D020888)	1,017	1,017	-	None
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	1,505	1,505	-	LA
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	4,864	-	NA SPON
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	-	526	None
<b>Total HY Bonds</b>		<b>2,522</b>	<b>7,906</b>	<b>526</b>	
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Walt Disney - IG Bond (M3182)	995	995	-	None
<b>Total Bonds IG</b>		<b>995</b>	<b>1,127</b>	-	
	Comcast Cable - Strategic Lending Contract (M2222)	(54)	(107)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(67)	(135)	-	None
<b>Total Loans IG</b>		<b>(121)</b>	<b>(242)</b>	-	
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	5,727	5,727	-	NA SPON
<b>Total Leveraged Loans</b>		<b>5,727</b>	<b>5,727</b>	-	
<b>Total Debt Products</b>		<b>9,122</b>	<b>14,518</b>	<b>526</b>	
	Digital River - block trade (4Q 01) (D016304)	-	-	85	None
	Entertainment Communications - secondary offering (1Q 02) (D020128)	3,495	3,495	97	None
	MediaNation - US\$111mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	(1,654)	(1,654)	-	ASIA SPON, NA SP

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FRANCHISE - REVENUE BY DEAL  
AS OF: 13-MAR-2002  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
Total Equity	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590) iBeam mtrm (M1574)	1,841 (0) .	1,841 (0) (1)	181 - -	None None None
Total Private Placement-Equity		(0)	(1)	-	
Total Equity Products		1,841	1,840	181	
Total Product		11,124	30,165	2,221	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 13-MAR-2002  
EUROS IN 000'S  
NA MEDIA

		Franchise Value					Franchise Revenue Total	Probability Weighted Pipeline
PRODUCT	DEAL	PROBABILITY	Mar	Apr	May	Jun		
M&A	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	100	-	-	-	3,428	3,428	3,428
M&A	Aurora Communications - general advisory (D012858)	75	-	752	-	-	752	564
M&A	BMG Storage Media - Project Blockbuster / Blockbuster (D012541)	0	-	-	-	-	3,428	-
M&A	BusinessWire - general advisory (D005685)	25	-	-	-	7,200	7,200	1,800
M&A	DTT-Online - Project Shakespear (ex-140) / Shakespear (ex-140, form (D010255))	0	-	-	-	10,000	10,000	0
M&A	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	8,000	4,000
M&A	Pinnacle Holdings - general advisory (2001) (D010190)	25	-	-	-	3,428	3,428	857
M&A	TV Globo - Project Waves / Waves ... (D013628)	75	86	-	-	-	86	64
M&A	Telefonica - Project Micro / Micro (D012896)	25	-	-	-	2,857	2,857	714
			86	752	-	26,814	39,181	11,428
Real Estate Advisory	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	1,143	-
Real Estate Advisory			-	-	-	-	1,143	-
Advisory Products			86	752	-	26,814	40,323	11,428
Leveraged Loans	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	30,857	15,428
Leveraged Loans	Liberty Media - €2bn Debt financing (D013612)	50	1,300	-	-	-	1,300	650
			1,300	-	-	-	30,857	16,078
Debt Products			1,300	-	-	-	32,157	16,078
Equity	LIN Television - IPO (D020127)	50	-	-	-	-	32,157	16,078
Equity	SES - Advisory for acq. of GE Ameriborn (Protect Gerard) / Gerard (D005927)	0	-	8,000	-	-	8,000	4,000
			-	8,000	-	-	15,000	-
Private Placement-Equity	nCube - equity private placement (2002) (D011472)	10	-	-	-	1,143	23,000	4,000
Private Placement-Equity			-	-	-	1,143	1,143	114
Equity Products			-	8,000	-	1,143	24,143	4,114
Product			1,386	8,762	-	28,065	96,823	31,621

1) Future Months include all pipeline, including future years

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**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2002-03-13 (Wed)**  
**EUROS IN 000'S**  
**NA Media**

BANKER	DEAL	PRODUCT	PROB	FEB FRANCHISE VALUE	YTD FEB FRANCHISE VALUE	MAR FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Anling, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	75%	-	-	-	752	-
	Echostar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	N/A	-	8,686	-	-	-
	Echostar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	50%	-	-	-	8,000	-
	Echostar - acq advisory and financing (GM - HE) (D014601)	Acquisition Advisory	N/A	-	(145)	-	-	-
	Echostar - acq advisory and financing (GM - HE) (D014601)	Bridge Loans	50%	-	-	-	30,857	-
	Entertainment Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	1,017	1,017	-	-	-
	Hughes/PanAmSat - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	3,495	3,495	97	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	-	4,864	-	-	-
	MediaNation - US\$111mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Senior Bank Debt	N/A	5,727	5,727	-	-	-
	SES - Advisory for acq. of GE Americom (Project Gerard) / Gerard (D005927)	Equity-IPO	N/A	(1,654)	(1,654)	-	-	-
Carey, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	75%	-	-	-	752	-
	Entertainment Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	1,017	1,017	-	-	-
	Entertainment Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	3,495	3,495	97	-	-
	MediaNation - US\$111mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	N/A	(1,654)	(1,654)	-	-	-
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	Bonds-Corporate High Yield	N/A	-	-	528	-	-
Graves, Daniel B.	Adelphia Communications - HY offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	-	68	-	-	-
	Landmark Communications - general advisory (Retainer 2001-02) (D014724)	Other M&A Advisory	N/A	72	72	-	-	-
	Davis & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0%	-	-	-	1,143	-
Morris, J L Malcolm	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	-	4,864	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	Senior Bank Debt	N/A	5,727	5,727	-	-	-
	Pinnacle Holdings - general advisory (2001) (D010190)	Divestiture Advisory	25%	-	-	-	3,429	-
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	75%	-	-	-	86	-
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	N/A	89	89	-	-	-
	Telecom Italia Mobile - M&A - Project Eifel / Eifel (D014121)	Divestiture Advisory	N/A	-	1,631	-	-	-
	Telefonica - Project Micro / Micro (D012896)	Divestiture Advisory	25%	-	-	-	2,857	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	452	-	-	-
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Equity-IPO	N/A	1,505	1,505	-	-	-
	LIN Television - IPO (D020127)	Equity-IPO	50%	-	-	-	8,000	-
Paul, Gregory R.	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	Divestiture Advisory	100%	-	-	-	3,429	-
	BMG Storage Media - Project Blockbuster / Blockbuster (D012641)	Acquisition Advisory	0%	-	-	-	3,429	-
	BusinessWire - general advisory (D005985)	Divestiture Advisory	25%	-	-	-	7,200	-
	DTT-Online - Project Shakespeare (ex-140) / Shakespeare (ex-140, form (D010255)	Acquisition Advisory	0%	-	-	-	10,000	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	-	85	-	-
	Liberty Media -	Senior Bank Debt	50%	-	-	-	1,300	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,474	-	-	-
Yung, Sun J.	nCube - equity private placement (2002) (D011472)	Private Placement-Equity	10%	-	-	-	1,143	-
	Scientific Atlanta - acquisition of Barco/Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	-	1,314	-	-
	nCube - equity private placement (2002) (D011472)	Private Placement-Equity	10%	-	-	-	1,143	-

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FRANCHISE - REVENUE & PIPELINE SUMMARY  
AS OF 13-MAR-2002  
EUROS IN 000'S  
ASIA PACIFIC MEDIA (1)

PRODUCT	Feb Franchise Revenue	YTD(Feb) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Mar Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(3)	Future Year Pipeline Probability Weighted(3)
M&A	-	-	-	-	-	914	-	-	-	-	-	-
Other Advisory	-	-	-	-	-	914	-	-	-	-	-	-
Total Advisory Products	-	-	-	-	-	-	-	-	-	-	-	-
ECM	-	-	-	-	-	-	-	-	-	-	-	-
Restricted Securities/PPE	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	-	-	-	-	-	-	-	-	-	-	-	-
HY Bonds	-	-	-	-	-	-	-	-	-	-	-	-
Bonds IG	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Loans	-	-	-	-	-	-	-	-	-	-	-	-
Loans IG	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance Advisory	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt	-	-	-	-	-	-	-	-	-	-	-	-
NIM(2)	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Total CF Revenue	-	-	-	-	-	914	-	-	-	-	-	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) NIM on Hold Portfolio excluded (except REIB and Latin America)
- 3) Balance of Pipeline includes all future years

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 13-MAR-2002  
EUROS IN 000'S  
ASIA PACIFIC MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value				Future Months(1)	Franchise Revenue Total	Probability Weighted Pipeline
			Mar	Apr	May	Jun			
M&A	Datacraft Asia - Acq of HK-based System Integrator US50-70mn / Silver (D011658)	0	-	-	-	-	914	914	-
M&A			-	-	-	-	914	914	-
<b>Advisory Products</b>									
			-	-	-	-	914	914	-
<b>Product</b>									
			-	-	-	-	914	914	-

1) Future Months include all pipeline, including future years

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